

### Fresh Apples:

#### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during June 2000. The denominator represents the total number of FEU shipped, by all carriers, throughout the 2000 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, June 2000.

#### Market Share-June:

Each carrier's current market share is based on the number of containers shipped during June 2000. Source: PIERS, June 2000.

#### Market Share-CY 2000:

Each carrier's market share is based on the total number of containers shipped throughout the 2000 calendar year. Source: PIERS, 2000.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for September 15, 2000. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate:**

Container rates for Fresh Apples are quoted on full, 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

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Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: June 2000

Month\Year: 28.0 \ 211.6

Month\Year: 28.0\21	1.6				Surcharges:										
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate		
OOCL	35%	25%	23 Days	\$2,800¹									\$2,800		
Maersk-SeaLand	29%	9%	25 Days <sup>3</sup>	\$2,500 <sup>1</sup>	\$220 <sup>1</sup>								\$2,720		
Hyundai	25%	46%	25 Days	\$3,550 <sup>1</sup>									\$3,550		
NYK Line	7%	13%	19 Days												
P&O Nedlloyd	4%	0%	17 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320		
APL	0%	5%	23 Days												

<sup>1</sup> Rate is per container \*\* Average Container Rate \*\* \$2,999

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: June 2000

Month\Year: 45.0 \ 715.4

Month\Year: 45.0 \ /	15.4												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	76%	48%	24 Days	\$3,060 <sup>1</sup>	\$220 <sup>1</sup>								\$3,280
APL	16%	5%	13 Days	\$3,260 <sup>1</sup>	\$220 <sup>1</sup>								\$3,480
Hyundai	2%	17%	14 Days	\$3,100 <sup>1</sup>									\$3,100
OOCL	2%	7%	19 Days	\$2,500 <sup>1</sup>									\$2,500
NYK Line	2%	7%	6 Days										
Evergreen	2%	2%	14 Days	\$2,500 <sup>1</sup>									\$2,500
Mitsui OSK	0%	4%	17 Days <sup>3</sup>	\$2,700 <sup>1</sup>									\$2,700
Hanjin	0%	3%	17 Days	\$3,060 <sup>1</sup>	\$220 <sup>1</sup>								\$3,280
P&O Nedlloyd	0%	3%	18 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>								\$3,120

<sup>1</sup> Rate is per container Rate \$3,277

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: June 2000

Month\Year: 136.0 \ 462.0

(								Surcharg	ges:			
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	BAF CY	CAF	ТНС	CFS Rec ARE	Cotton R.	Size	ContainerRate
Maersk-SeaLand	40%	28%		\$2,8001	\$220 <sup>1</sup>							\$3,020
Evergreen	23%	16%	23 Days	\$2,800 <sup>1</sup>	\$220 <sup>1</sup>							\$3,020
Mitsui OSK	13%	13%	26 Days	\$3,0001								\$3,000
APL	12%	16%	26 Days	\$3,500 <sup>1</sup>	\$220 <sup>1</sup>							\$3,720
OOCL	7%	9%	34 Days	\$2,8001								\$2,800
Hyundai	4%	14%	27 Days	\$3,5501								\$3,550
P&O Nedlloyd	1%	1%	22 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>							\$3,320
NYK Line	1%	1%	26 Days									

<sup>1</sup> Rate is per container Rate \$3,111

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Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: June 2000

Month\Year: 31.9 \ 1,743.3

Month $\setminus$ Year: 31.9 $\setminus$ 1,	143.3												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	38%	42%	10 Days	\$2,300 <sup>1</sup>	\$220 <sup>1</sup>								\$2,520
APL	25%	15%	15 Days	\$3,260 <sup>1</sup>	\$220 <sup>1</sup>		6%						\$3,676
NYK Line	13%	5%											
Maersk-SeaLand	9%	6%	15 Days <sup>3</sup>	\$2,460 <sup>1</sup>	\$220 <sup>1</sup>		5%						\$2,803
OOCL	6%	8%	17 Days	\$2,500 <sup>1</sup>									\$2,500
Mitsui OSK	6%	7%	17 Days	\$2,7001									\$2,700
Hanjin	3%	5%	16 Days	\$3,386 <sup>1</sup>	\$220 <sup>1</sup>		6%						\$3,809
Cho Yang	0%	4%	16 Days	\$2,000 <sup>1</sup>									\$2,000

1 Rate is per container Rate \$2,939

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: June 2000

Month\Year: 113.0 \ 257.8

Month Year: 113.0 \ 2	207.0			Surcharges:										
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	BAF CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate	
OOCL	44%	43%	21 Days	\$2,800 <sup>1</sup>									\$2,800	
APL	41%	31%	20 Days	\$3,500 <sup>1</sup>	\$220 <sup>1</sup>								\$3,720	
Maersk-SeaLand	6%	3%	21 Days <sup>3</sup>	\$2,8001	\$220 <sup>1</sup>								\$3,020	
Mitsui OSK	4%	16%	24 Days	\$3,000 <sup>1</sup>									\$3,000	
Evergreen	2%	5%	19 Days	\$2,8001	\$220 <sup>1</sup>								\$3,020	
P&O Nedlloyd	2%	1%	25 Days	\$3,100 <sup>1</sup>	\$220 <sup>1</sup>								\$3,320	
COSCO	1%	0%		\$3,300 <sup>1</sup>	\$220 <sup>1</sup>								\$3,520	

<sup>1</sup> Rate is per container Rate \$3,220

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: June 2000

Month\Year: 9.0 \ 99.3

Month\Year: 9.0 \ 99.3	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
P&O Nedlloyd	44%	18%	21 Days	\$3,100¹	\$220 <sup>1</sup>								\$3,320
Maersk-SeaLand	22%	38%	24 Days <sup>3</sup>	\$2,800 <sup>1</sup>	\$220 <sup>1</sup>								\$3,020
APL	22%	19%	23 Days	\$3,500 <sup>1</sup>	\$220 <sup>1</sup>								\$3,720
Hyundai	11%	5%		\$3,550 <sup>1</sup>									\$3,550
Hanjin	0%	12%	24 Days	\$3,850 <sup>1</sup>	\$220 <sup>1</sup>								\$4,070
Mitsui OSK	0%	4%	23 Days	\$2,8001									\$2,800

<sup>1</sup> Rate is per container \*\*Average Container Rate \*\*\$3,368

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: June 2000

Month\Year: 4.0 \ 57.1

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Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate			
Maersk-SeaLand	75%	23%	21 Days <sup>3</sup>	\$2,8001	\$220¹		8%						\$3,244			
OOCL	25%	4%	25 Days	\$2,800 <sup>1</sup>									\$2,800			
Hanjin	0%	14%	22 Days	\$3,510 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$4,011			
Cho Yang	0%	14%	22 Days	\$2.93	\$11		8%	\$34				840 pkgs	. \$3,288			
Hyundai	0%	11%	21 Days	\$3,550 <sup>1</sup>									\$3,550			
APL	0%	11%	20 Days	\$3,300 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,784			
Mitsui OSK	0%	11%	21 Days <sup>3</sup>	\$3,000 <sup>1</sup>									\$3,000			
Evergreen	0%	7%	18 Days	\$2,3001	\$220 <sup>1</sup>								\$3,020			
NYK Line	0%	5%	21 Days		·	· ·	· ·		·		·	·				

<sup>1</sup> Rate is per container Rate \$3,133

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<sup>3</sup> Transit time is based on departure from Tacoma, WA.